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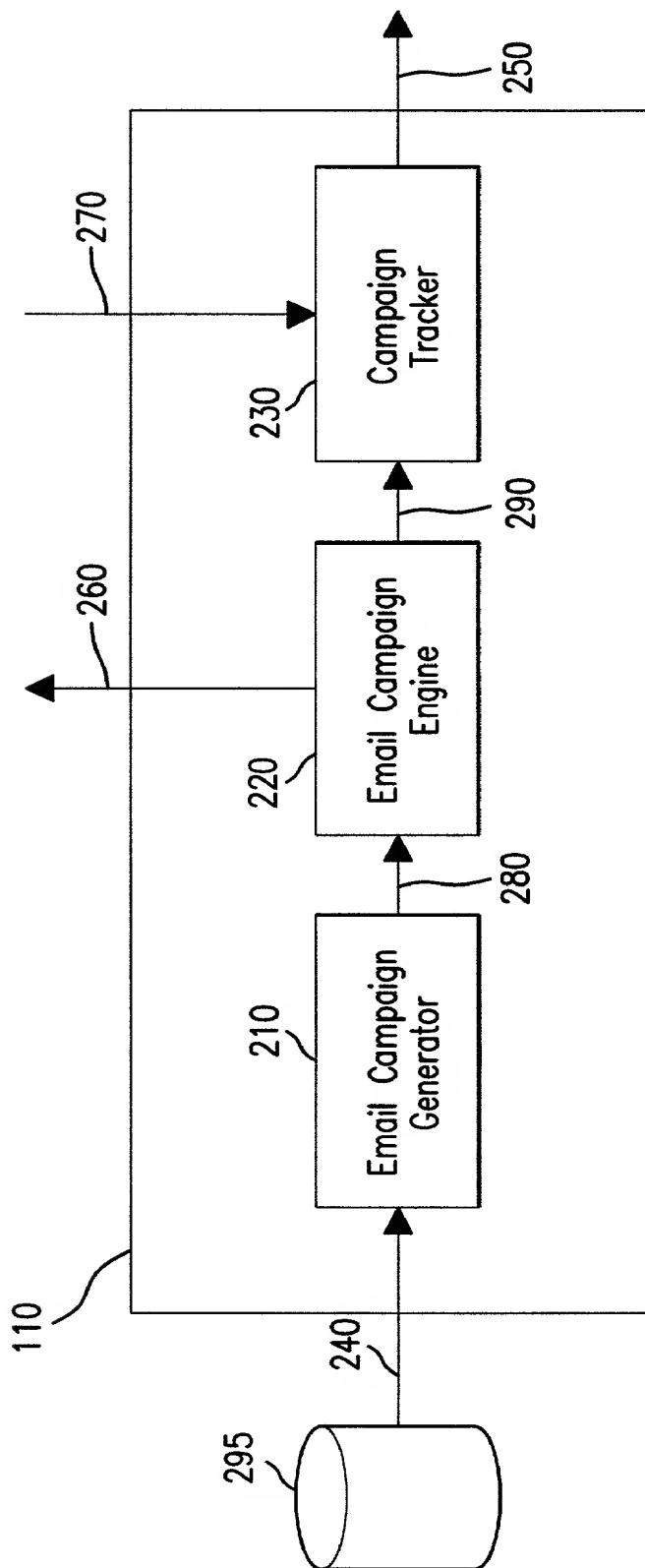


FIG.2

FIG. 20" 93774850

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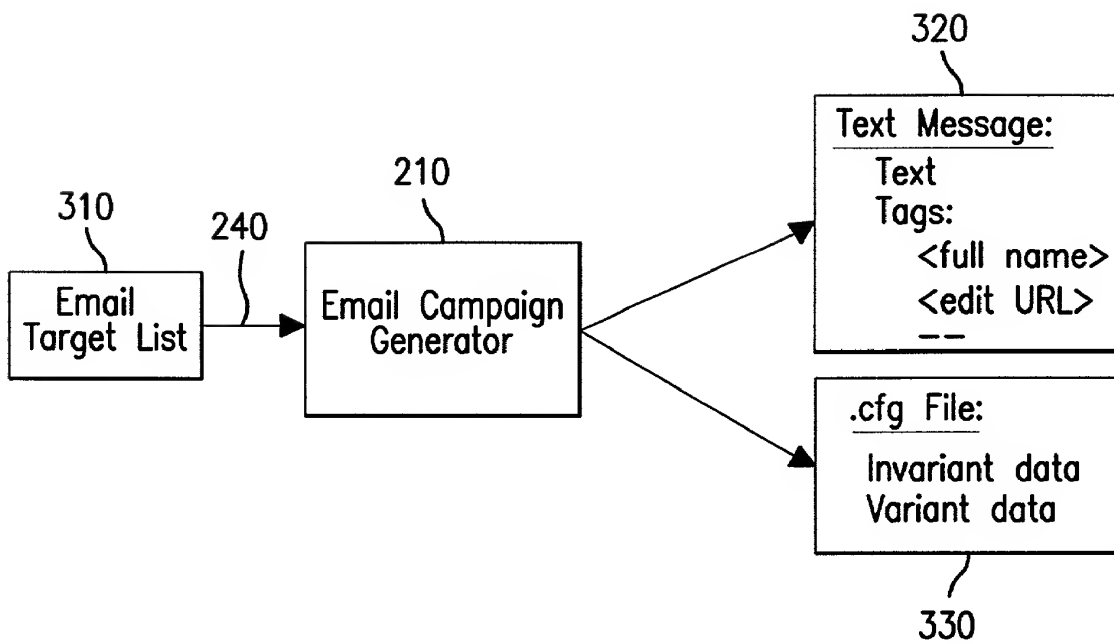


FIG.3A

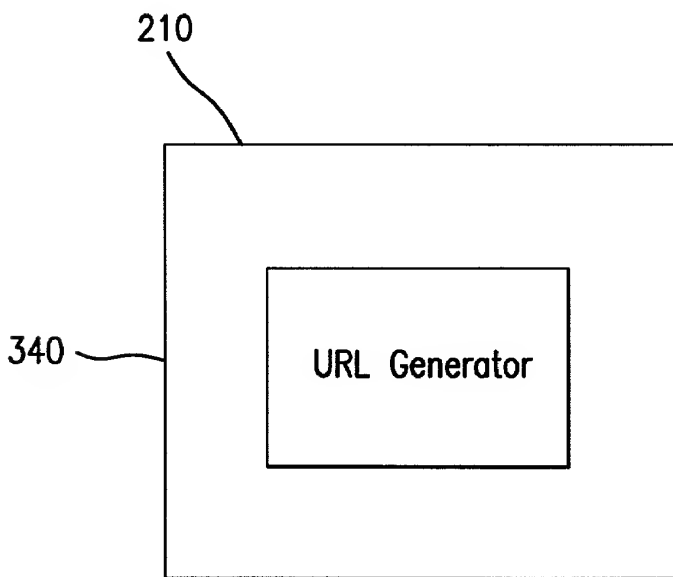


FIG.3B

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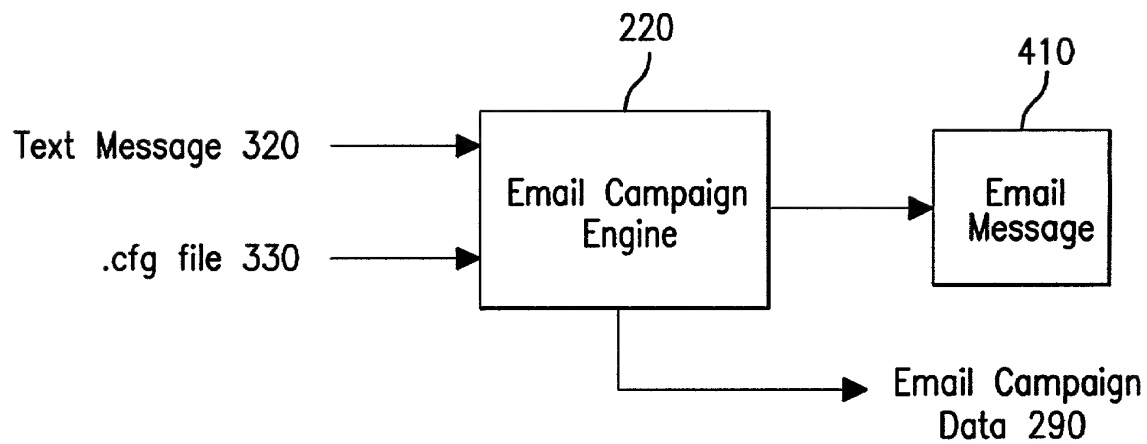


FIG.4

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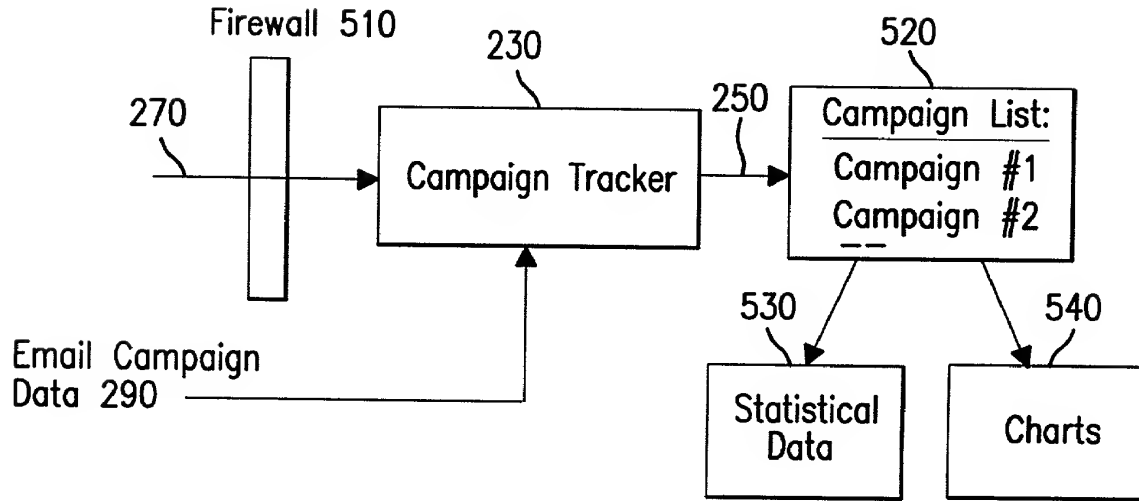


FIG. 5

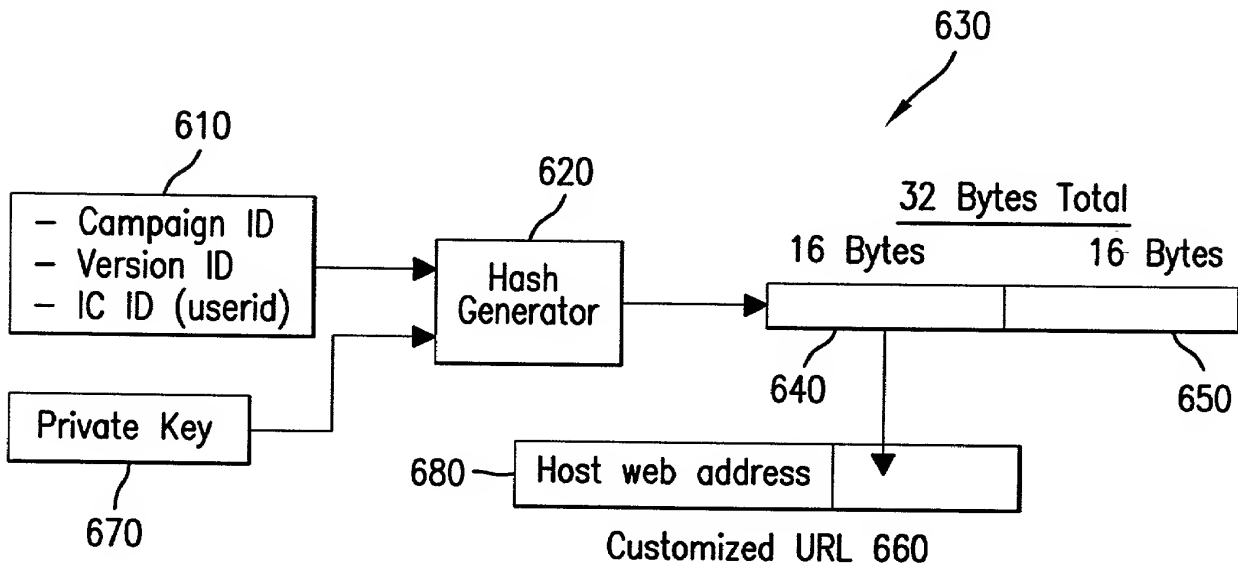


FIG. 6

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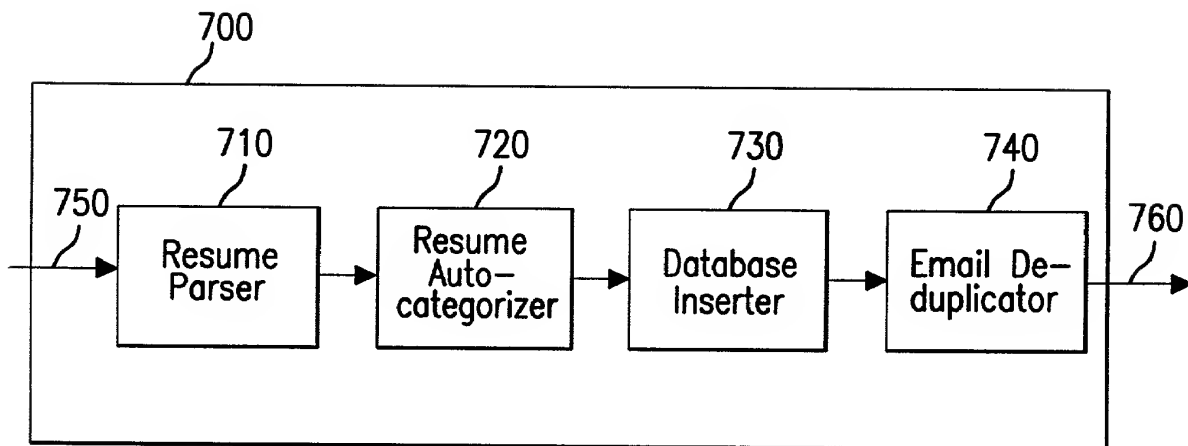


FIG. 7

INTRANET HOME  
EMAIL STATISTICS HOME

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FIG.8A

EMAIL CAMPAIGN HISTORY 800

CAMPAIGN<sup>802</sup> HITS<sup>804</sup> SUBJECT<sup>806</sup>

DATE<sup>808</sup>  
GENERATED

MESSAGE TEXT<sup>812</sup>

DEMOGRAPHICS<sup>814</sup>

<u>31</u> 1	4.56%	WE FOUND YOUR RESUME (W/NAME) Pt. 2	2000-03-03 17:05:00	<u>ICSolicitation031.01.txt</u>	<u>CHART</u>
<u>31</u> 11	2.10%	WE FOUND YOUR RESUME (FOLLOW- UP TO 31.1)	2000-03-14 13:46:00	<u>ICSolicitation031.011.txt</u>	<u>CHART</u>
<u>30</u> 1	20.00%	WE FOUND YOUR RESUME (W/NAME) pt. 1	2000-03-03 16:13:00	<u>ICSolicitation030.01.txt</u>	<u>CHART</u>
<u>29</u> 1	24.00%	WE FOUND YOUR RESUME (W/NAME)	2000-02-14 16:31:00	<u>ICSolicitation029.01.txt</u>	<u>CHART</u>
<u>29</u> 11	2.56%	WE FOUND YOUR RESUME (W/NAME: FOLLOW-UP #1 TO 29.1)	2000-02-23 16:02:00	<u>ICSolicitation029.011.txt</u>	<u>CHART</u>
<u>28</u> 1	14.00%	WE FOUND YOUR RESUME	2000-01-28 18:25:00	<u>ICSolicitation028.01.txt</u>	<u>CHART</u>
<u>28</u> 11	16.09%	WE FOUND YOUR RESUME (FOLLOW- UP #1 TO 28.1)	2000-02-04 18:55:00	<u>ICSolicitation028.011.txt</u>	<u>CHART</u>
<u>27</u> 1	17.00%	WE FOUND YOUR RESUME	2000-01-25 19:39:00	<u>ICSolicitation027.01.txt</u>	<u>CHART</u>
<u>27</u> 2	14.00%	WE FOUND YOUR RESUME	2000-01-28 18:22:00	<u>ICSolicitation027.02.txt</u>	<u>CHART</u>
<u>27</u> 11	11.90%	WE FOUND YOUR RESUME (FOLLOW- UP #1 TO 27.1)	2000-02-04 18:54:00	<u>ICSolicitation027.011.txt</u>	<u>CHART</u>
<u>27</u> 21	9.20%	WE FOUND YOUR RESUME (FOLLOW- UP #1 TO 27.2)	2000-02-04 18:55:00	<u>ICSolicitation027.021.txt</u>	<u>CHART</u>
<u>11</u> 1	31.91%	WE FOUND YOUR RESUME	1999-10-19 18:24:00	<u>ICSolicitation011.01.txt</u>	<u>CHART</u>
<u>11</u> 2	17.20%	WE FOUND YOUR RESUME	1999-10-22 16:05:00	<u>ICSolicitation011.02.txt</u>	<u>CHART</u>

FOOTNOTES: 0044306, 0044307

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## INTRANET HOME

EMAIL STATISTICS HOME

## EMAIL CAMPAIGN SUMMARY 810

WE FOUND YOUR RESUME (W/NAME) Pt. 2

EMAIL(S) SENT IN THIS CAMPAIGN: 900

EMAIL(S) THAT BOUNCED: 0 (0%)

**SUCCESSFUL VISITS:**  
41 (4.56%)

DELETE REQUESTS: 0 (0.00%)

## FURTHER DETAILS...

## CATEGORY BREAKDOWN

IT-OTHER

## OTHER

## ADMINISTRATIVE

ARCHITECT/ENGINEERING

## EXECUTIVE/MANAGEMENT

MARKETING/ADVERTISING/PR

## FINANCE/ACCOUNTING

## SALES/BUSINESS DEVELOPMENT

**LEGAL/LAW**

**CUSTOMER SERVICE/CALL CENTER**

## STATE BREAKDOWN

CA	—	(45.12%)
TX	—	(23.45%)
DC	—	(12.01%)
WA	-	(7.93%)
OR	-	(2.32%)
NY	-	(2.12%)
NJ	-	(2.07%)
MA	-	(1.97%)

—	13	(31.71%)
—	10	(24.39%)
-	5	(12.20%)
-	3	(7.32%)
-	3	(7.32%)
-	2	(4.88%)
-	2	(4.88%)
.	1	(2.44%)
.	1	(2.44%)
.	1	(2.44%)

FIG. 8B



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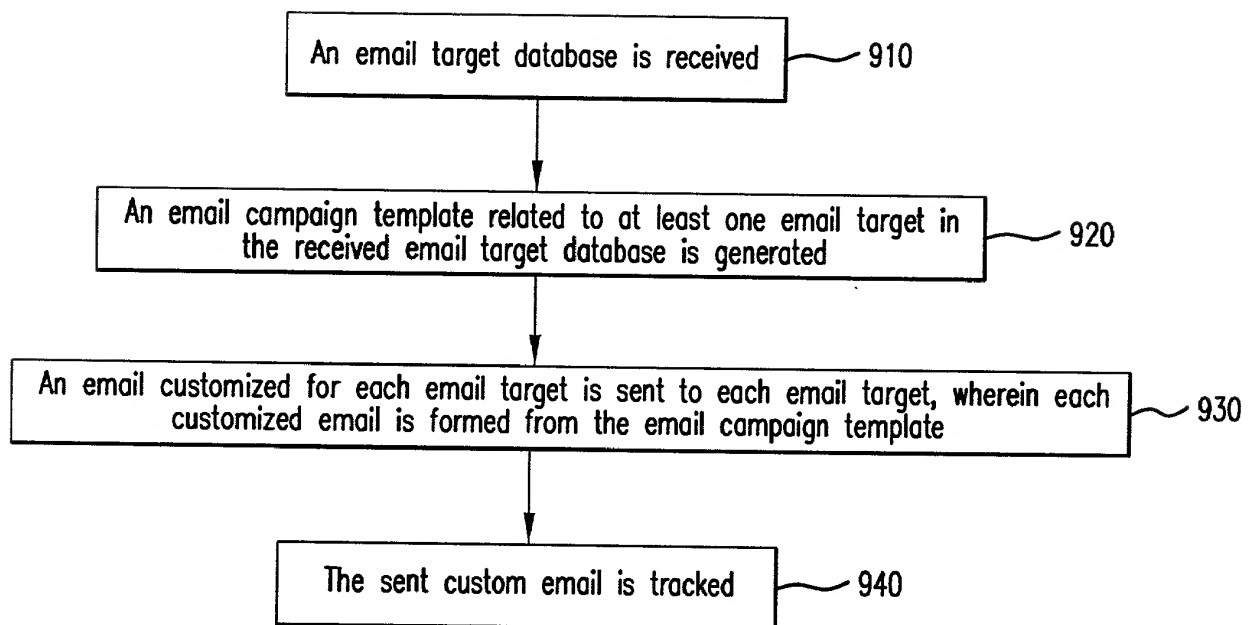


FIG.9

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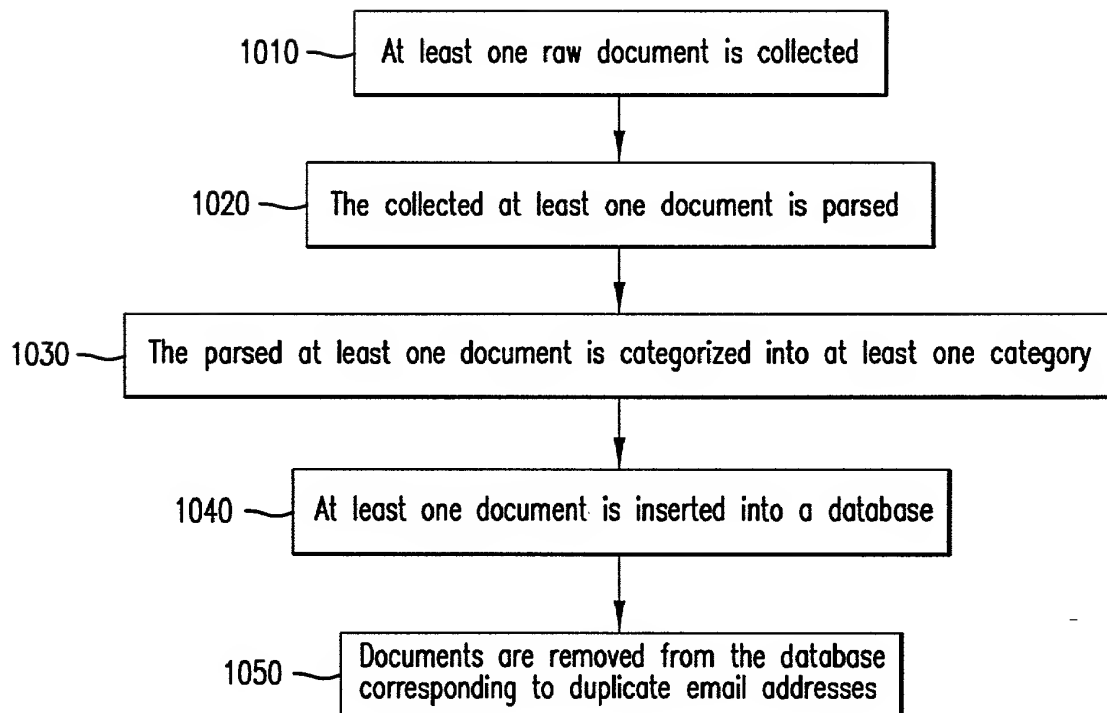


FIG.10

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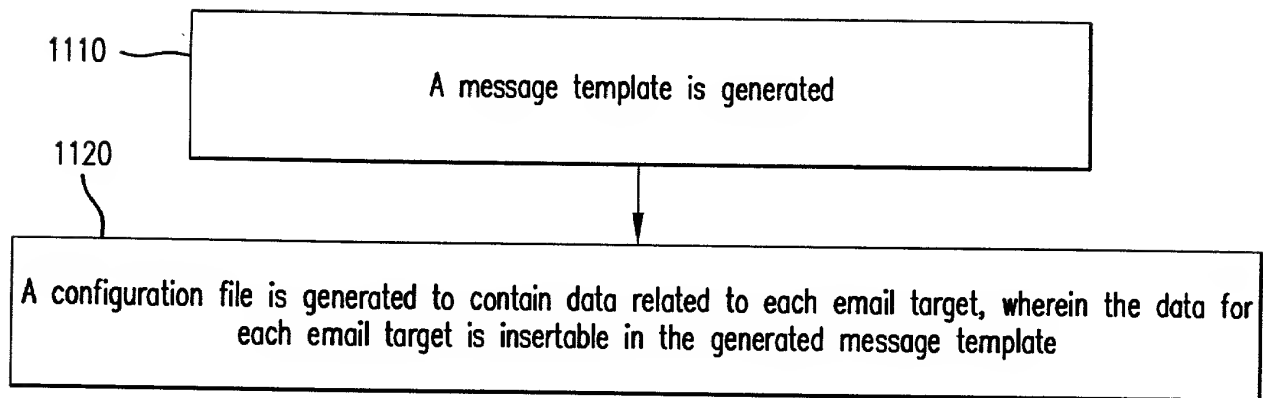


FIG.11A

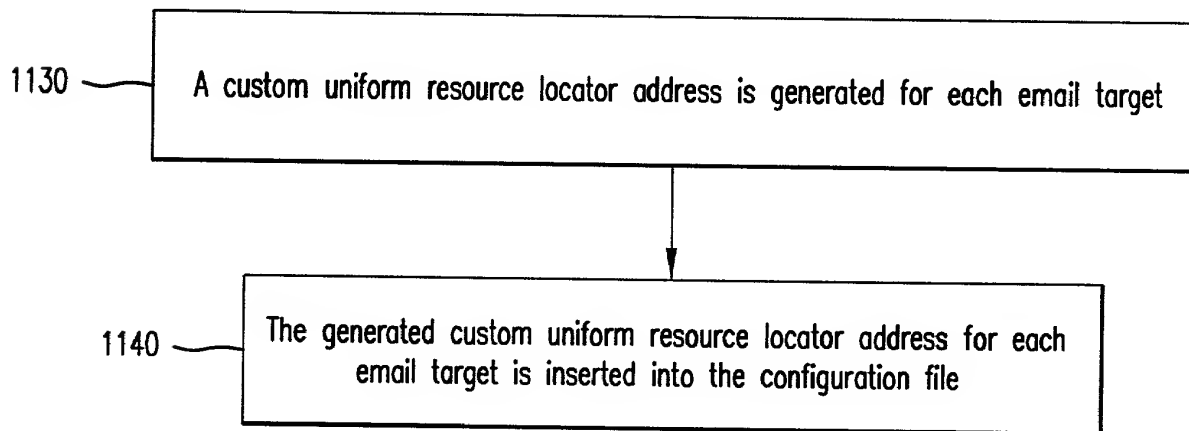


FIG.11B

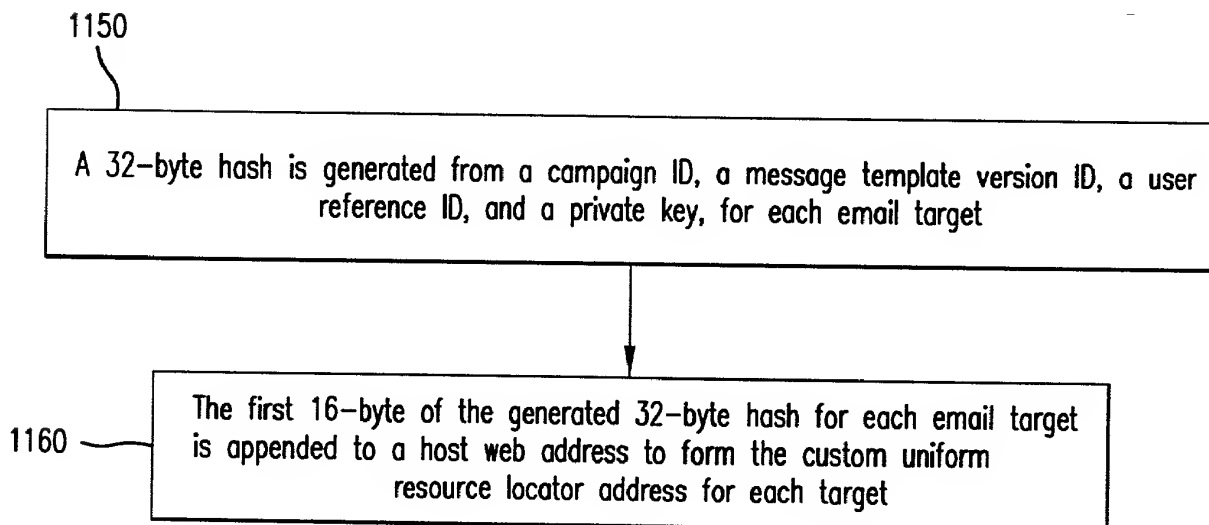


FIG.11C

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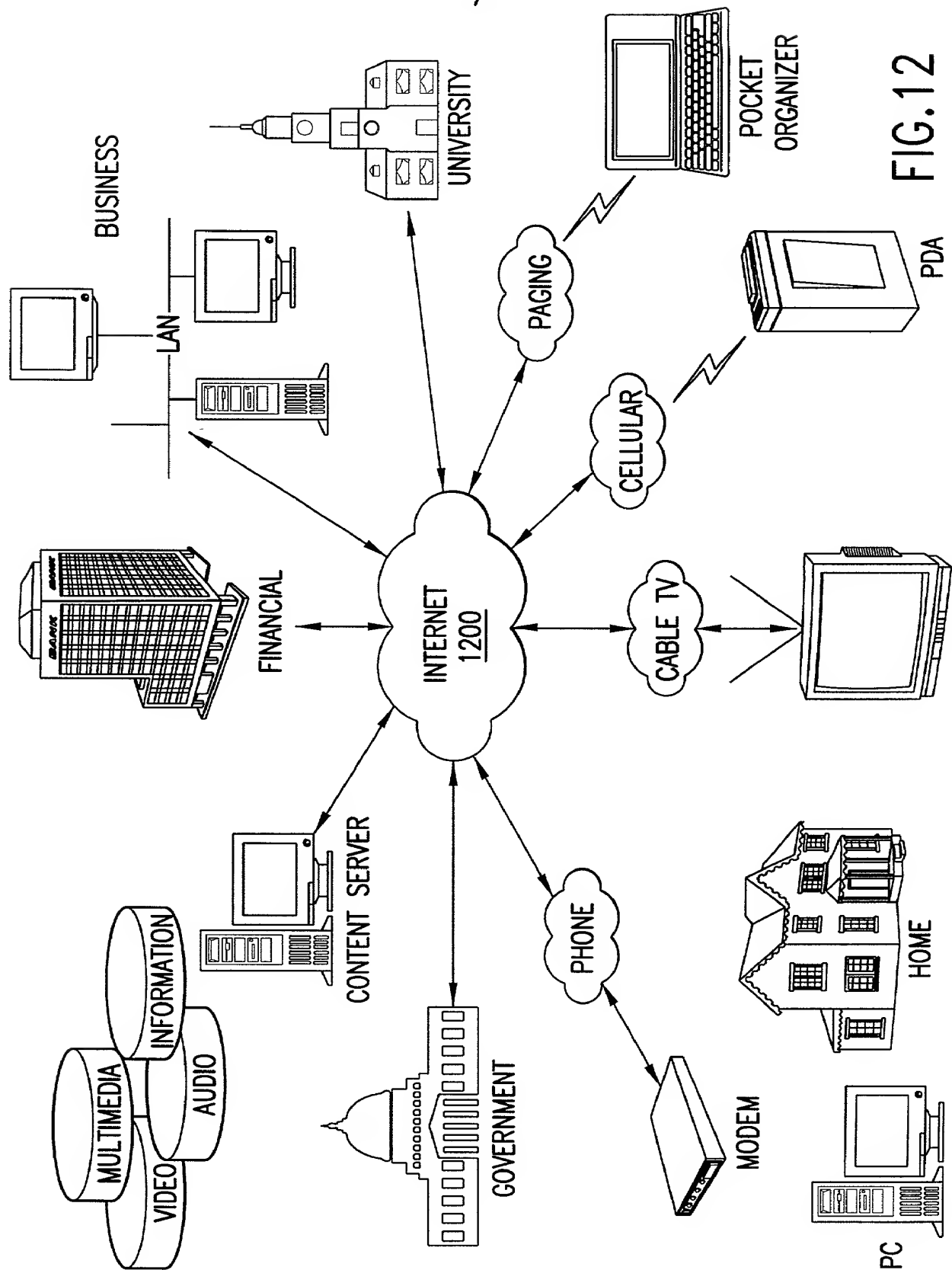


FIG. 12

FIG. 12

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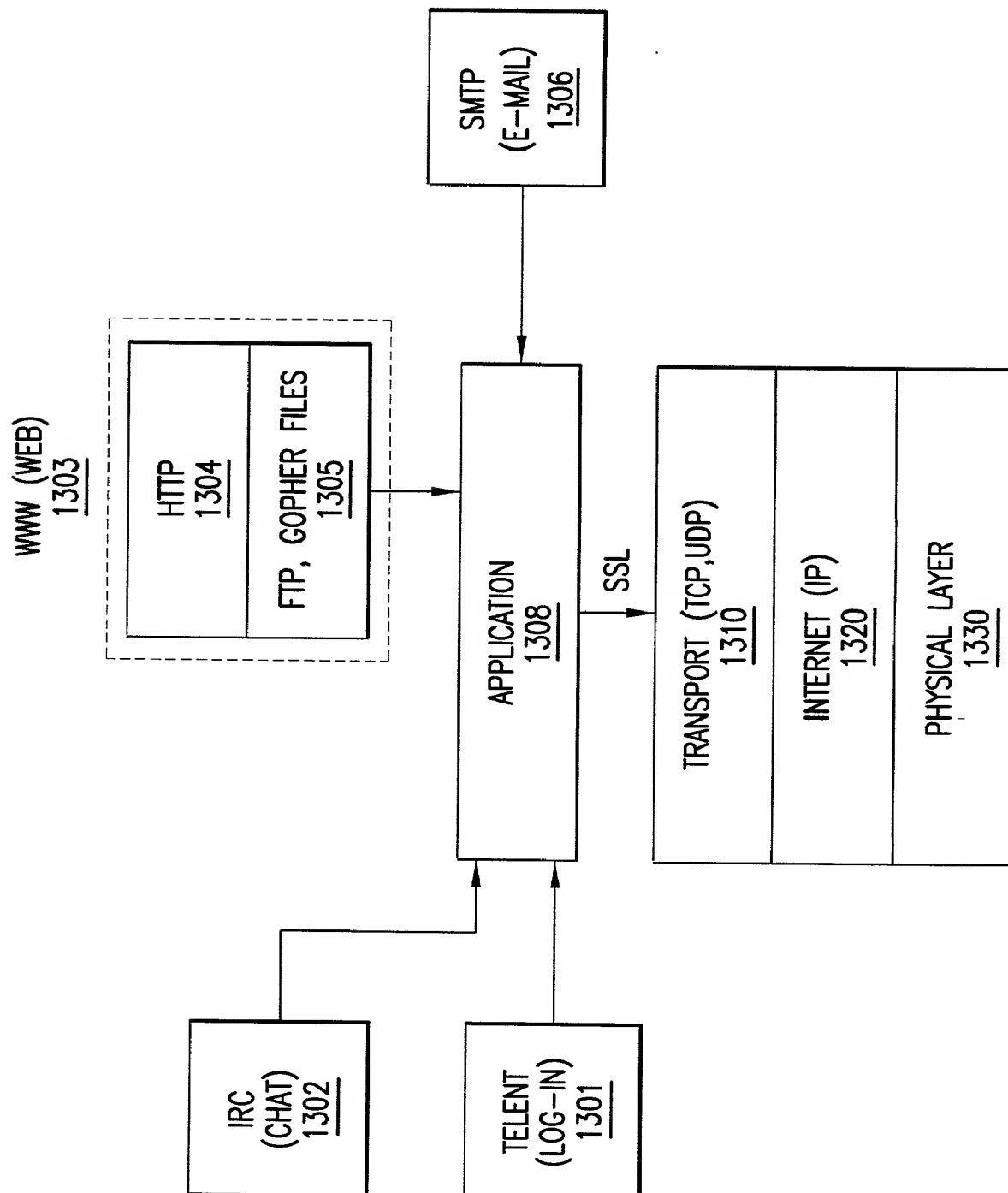


FIG.13

202/371-2600

09841186 0314360

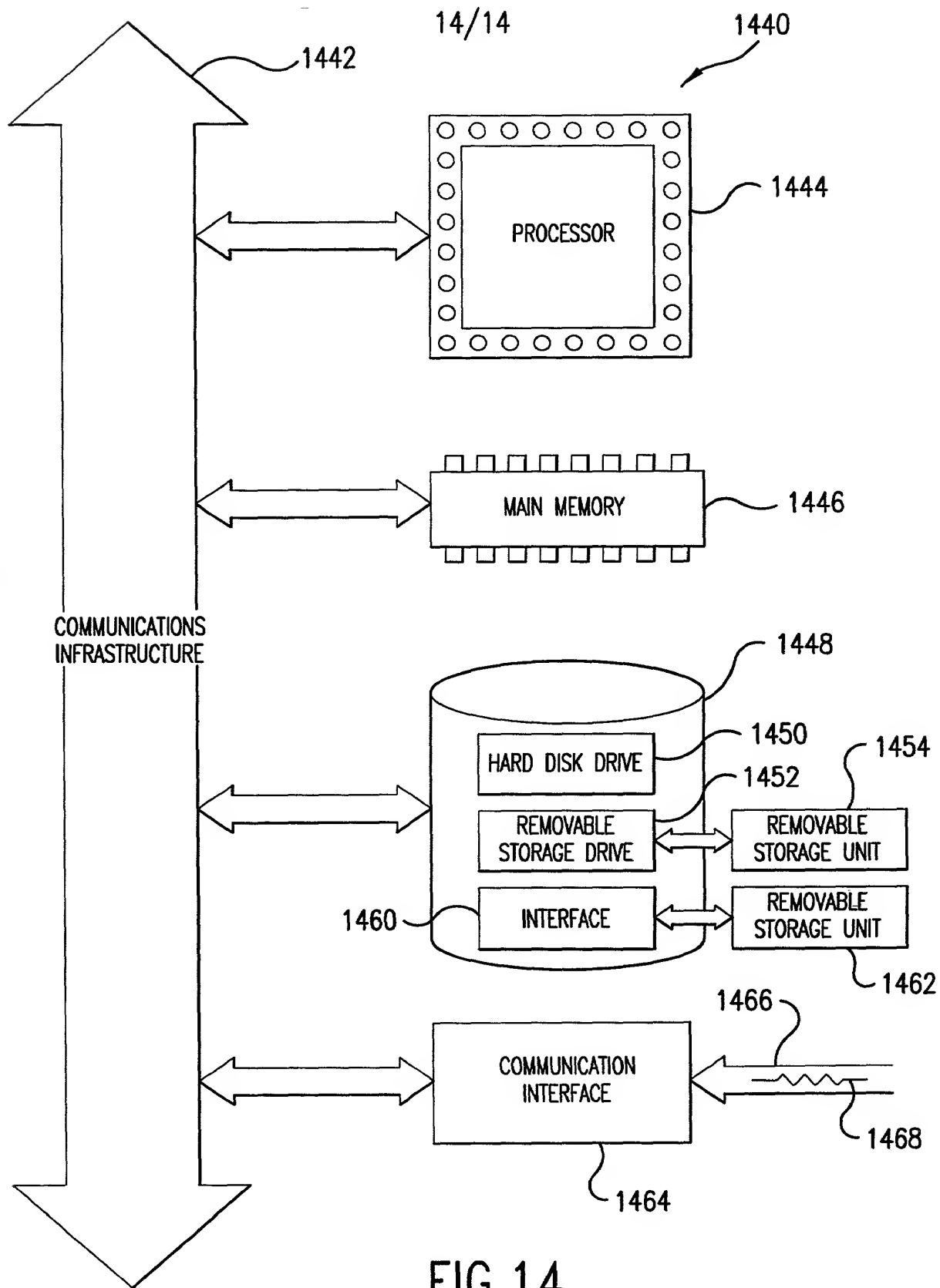


FIG.14